



Export News

The e-newsletter of U.S. Commercial Service—Pittsburgh



Serving Western & Central Pennsylvania Exporters Since 1980 | May 2014--Vol. 3, Is. 5

Dear Exporters -

With the start of May we begin the celebration of national World Trade Month. Now as a federal agency is focused on increasing U.S. exports, it is just another month for us - but because of this special designation and spotlight on May - we love this month! There is a lot to celebrate in regard to exporting U.S., for the 4th straight year, set a record for annual exports in 2013 at \$1.58 T in merchandise exports. Even better news, Pennsylvania had a 2013 export record year with \$40.9 B in exports - an increase of 5% over 2012 exports that outpaced national growth of 2%! **Congratulations to all of you have increased your company's exports to help Pennsylvania reach such a record year!**

Pennsylvania has been a top 10 exporting state for quite a number of years and if you are interested to what are Pennsylvania's Top 10 exporting destinations and industries, look below. You will notice that 4 the top 10 export markets for Pennsylvania are in Europe. If you are looking to increase your exports to Europe or enter new European markets, check out our DISCOVER Global Markets Europe event June 2014 in Los Angeles, CA. We will have our commercial staff in from more than 15 U.S. Embassies in Europe for you to meet with one-on-one and talk about market prospects for your company. To read more on this event, [click here](#).

Pennsylvania's 2013 Top 10 Export Destinations

Rank	Country	US \$
1	Canada	11.58 B
2	Mexico	3.44 B
3	China	2.91 B
4	Netherlands	2.36 B
5	Germany	1.68 B

Pennsylvania's 2013 Top 10 Industry Exports

Rank	Industry	US \$
1	Chemical Manufactures	7.29 B
2	Machinery (except electrical)	4.77 B
3	Computer & Electronic Products	3.88 B
4	Transportation Equipment	3.72 B
5	Primary Metal Manufacturing	3.63 B

6	Japan	1.54 B	6	Minerals & Ores	2.21 B
7	United Kingdom	1.46 B	7	Petroleum & Coal Products	2.13 B
8	Brazil	1.39 B	8	Electrical Equipment, Appliances & Components	2.09 B
9	South Korea	1.20 B	9	Food Manufactures	1.82 B
10	Belgium	1.01 B	10	Misc. Manufactured Commodities	1.63 B

*All numbers based on merchandise exports from the U.S. Department of Commerce.

Happy Exporting!

Lyn Doverspike, Director
U.S. Commercial Service - Pittsburgh

STATUS: EXPORTING TO RUSSIA

Given current events involving Russia and Ukraine, there is important information regarding exporting to Russia and we have fielded a number of calls regarding the ability to export to Russia.

If you have business specific questions or situations regarding exporting to Russia, please contact our office at 412-644-2800 and we will be happy to assist you.

Please find the below information to better understand the existing U.S. Government sanctions applicable to Russian individuals or entities in connection with Russian actions in Ukraine:

- [The Latest Executive Orders:](#) As of April 16, there are three Executive Orders applicable to Russia vis-à-vis the Ukraine situation, dated March 6, March 17 and March 20, respectively. Any additional public Executive Orders would also be added to the linked site.
- [Sanctions Protocol and Individuals/Entities:](#) the Treasury Department's Office of Foreign Assets Control ("OFAC") provides detailed information on sanctions, including the latest lists of individuals and entities to which sanctions are in effect.
- [Export Licenses:](#) The Bureau of Industry & Security (BIS) website provides export license requirements under the "entity list" section, including certain product categories for which no export licenses for sales to Russia are not being processed. We highly recommend continual checking of the BIS lists for anything being sent to Russia. Please note, since March 1, 2014, BIS has placed a hold on the issuance of licenses that would authorize the export or re-export of items to Russia. BIS will continue this practice until further notice.

For up-to-date information on the sanctions regarding Ukraine, please sign up for e-mail updates [here](#)

News You Can Use

Coming Soon: A New Government Office to Streamline the Intentional Patent Process

The U.S. Department of Commerce's United States Patent and Trademark Office (USPTO) announces the creation of a new Office of International Patent Cooperation (OIPC). The establishment of the OIPC reflects USPTO's strong commitment to work with global stakeholders and intellectual property (IP) offices to develop means to increase quality and create new efficiencies within the complex processes of international patent rights acquisition, and its commitment toward global patent harmonization, which both protects America's ideas and makes it easier to do business abroad.

The main focus of the office, working in concert with the Office of Policy and International Affairs and the Office of the Chief Information Officer, is to provide optimized business process solutions to the international patent examination system for examiners and external stakeholders.

Stay tuned for more information!

Recommended Resources

Federal regulations have been available for public comment for many years, but people used to have to visit a government reading room to provide comments. Today, the public can share opinions from anywhere on Regulations.gov.

[Regulations.gov](http://www.regulations.gov) removed the logistical barriers that made it difficult for a citizen to participate in the complex regulatory process, revolutionizing the way the public can participate in and impact Federal rules and regulations.

Regulations.gov is a user-friendly way for you to look up proposed regulations on exporting and add comments. The "browse" tab on the site allows you to look up new exporting regulations with the "Commerce and International" link so that you can stay up-to-date on proposed exporting regulations that could affect your business and add your comments.

Upcoming Webinars, Seminars, Trade Missions, and Trade Shows

Webinars

Spotlight: Navigating Free Trade Agreements-Documenting Origin

Please join our office in Connecticut and the Connecticut District Export Council for a 30 minute webinar on documenting origin under various free trade agreements (FTAs). The document mechanism to support a preferential treatment claim is typically facilitated through a Certificate of Origin. These certificates come in several forms and have different requirements depending on the FTA. This webinar will introduce participants to the steps of properly documenting origin and will address the requirements needed to complete certificates of origin for NAFTA, South Korea, and Israel. The webinar will also provide resources that will outline documenting origin requirements for every United States FTA. Although, claiming preferential tariff treatment under a Free Trade Agreement is the responsibility of the importer, the exporter is responsible for providing the necessary documentation to support that claim.

Date: May 15, 2014

Time: 1:30-2:00PM EDT

Cost: \$10

[Register here!](#)

Trade Technologies Webinar Series: Cargo Insurance

Do you ever wonder if basic coverage is lacking clauses or conditions you really need? Do you need to know whose liability is at stake when exporting? Have you ever considered cargo insurance as a viable option? If so, then this webinar is for you! In this Department of

Commerce webinar, exporters will learn about the essentials of obtaining cargo insurance coverage in international trade. After completing this webinar, exporters will:

- **Learn the basics of cargo insurance coverage and when it is prudent to be insured out the obvious conditions.**
- **Learn how risks should be calculated and not overlooked.**
- **Learn about insurance conditions for types of trade payments, financing options, general liability, all risks, and Incoterms® applications.**

Date: May 20, 2014

Time: 1:30 - 2:30 PM EDT

Cost: \$15

[Register here!](#)

Other Upcoming Webinars:

- [Opportunities in the Asian Defense Market](#) (May 20; \$50)
- [Opportunities in the Defense Industry in the Middle East](#) (May 21; \$50)
- [Opportunities in the European Defense Market](#) (June 3; \$50)
- [Navigating U.S. Export Regulations when Selling Software/SaaS Internationally](#) (June 5; \$75)

National Events

Spotlight: Discover Global Markets Series 2014

Don't miss our upcoming DISCOVER GLOBAL MARKETS conference focusing on Europe! The conference will take place in Los Angeles, CA from June 3-4. Please see the link below for details.

Looking to penetrate new overseas markets and boost your bottom line through exports? Reserve your place now at a DISCOVER GLOBAL MARKETS event in 2014. The U.S. Commerce Service is proud to announce this unprecedented national series of conferences to help U.S. business compete, win, and grow in the international marketplace.

At Each DISCOVER GLOBAL MARKETS Conference you will:

- **Meet one-on-one with U.S. Commercial Diplomats visiting from abroad**
- **Participate in panel discussions on the latest industry trends**
- **Identify new and emerging markets of opportunity ahead of your competition**
- **Learn about U.S. export programs designed to cut your time to market**
- **Network with U.S. trade officials, leading private sector experts and like-minded U.S. businesses active in overseas markets**

DISCOVER GLOBAL MARKETS conferences offer important opportunities to develop new connections in both the private and public sectors and hear from our in-country experts to help take your international business to the next level.

Mark your calendar for DISCOVER GLOBAL MARKETS Conferences:

Focus	Date	Location
Europe	June 3-4	Los Angeles, CA
Free Trade Agreement Markets	Sept. 9-10	Detroit, MI
Greater China	October 7-8	New York, NY

The Americas	October 29-31	Charlotte, NC
Africa	November 5-6	Atlanta, GA
Healthcare and Life Sciences	November 17-18	Minneapolis, MN

Want more information on any of the DISCOVER Global Markets conferences? [Click here!](#)

Local Events

Spotlight: Automated Export System Compliance Seminar

The U.S. Commercial Service in Philadelphia will host the Census Bureau and port officers from the U.S. Customs and Border Protection (CBP) for an engaging full day of learning. As of January 8, 2014, new export requirements will be implemented that amend the regulations published in 2008. Census Bureau officers will cover these new regulations, filing requirements of the FTA, how to classify your commodities by providing an understanding of the Schedule B classification requirements, and they will also provide a thorough overview of the AES. The day will be complemented by CBP experts who will cover port requirements and efforts against terrorism and international narcotics trafficking.

Date: June 17-18, 2014

Location: Philadelphia, PA

Cost: \$199

[Register here!](#)

International Events and Trade Shows

Spotlight: Energy Trade Policy Mission in Lima, Peru Nov 12-13, 2014

Join the U.S. Department of Commerce on a two-day renewable energy and energy efficiency (RE&EE) trade policy mission to Lima, Peru. The mission will help create a policy environment in Peru capable of facilitating additional RE&EE development, remove restrictions to U.S. RE&EE exports, and introduce U.S. companies to senior level Peruvian officials.

Peru's liberalized power market and strong policy regime led to over \$1 billion of cumulative clean energy investment since 2012, with additional investment expected well into the future. Peru now offers several policy incentives, including priority dispatch for renewable electricity, accelerated depreciation of up to 20 percent for investments in machinery or equipment that support renewable energy deployment, and technology-specific auctions.

Participants in the RE&EE trade policy mission will:

- Accompany a Department of Commerce official to meetings with the Government of Peru on renewable energy and energy efficiency policy
- Receive an invitation to an official reception for networking with Peruvian officials and companies
- Receive in-depth market information from the U.S. Embassy in Lima, including market opportunities, challenges, and long-term projections of the Peruvian RE&EE market.

Click [here](#) for more information. [Register now!](#)

Other Upcoming Events:

- [International Franchise Workshop](#) (May 22, Tel Aviv, Israel)

- [BeautyWorld Middle East 2014](#) (May 27-29; Dubai, United Arab Emirates)
- [Singapore International Water Week 2014](#) (June 1-5; Singapore, Singapore)
- [Posidonia 2014](#) (June 2-6; Athens, Greece)
- [Cargo Week Americas-Expo Carga 2014](#) (June 3-5; Mexico City, Mexico)
- [Computex Taipei 2014](#) (June 9-12; Taipei, Taiwan)
- [GILE 2014](#) (June 9-12; Guangzhou, China)
- [Korea International Boat Show](#) (June 12-15; Seoul, South Korea)
- [EUROSATORY 2014](#) (June 16-20; Paris, France)
- [Aquatech China 2014](#) (June 25-27; Shanghai, China)

About Us: Helping U.S. Exporters Since 1980

The U.S. Commercial Service is a federal agency within the [U.S. Department of Commerce's International Trade Administration](#). We help U.S. businesses like yours export their goods and services by providing export counseling, advocacy, market intelligence, overseas business matchmaking, and more to help increase your export sales. Our Pittsburgh-based office covers 36 counties in Western and Central PA. We are one of over 100 nationwide offices with overseas offices in more than 70 countries. Put our global network to work for your business today.

Need some help with exporting? [Find your local international trade specialist here!](#)

Haven't worked with us before? [Fill out our preliminary consultation form to get started!](#)

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